# ivy newsletter

PHILADELPHIA: 14 August 1973
LETTER #6

Dear IVY People,

I just forwarded to John Hanson at NEAS information on WTBU sports which they had asked me to bring to their attention. If any other station would like special information (e.g. information about special programming) to get to John, just send it on up. WTBU hopes to get a buy on its excellent sports programming. Remember, all the IVY stations enjoy individual representation by NEAS. If there is a buy by an agency just forConn.,for example, John will sell our two stations there and IVY takes no cut. So if you have programming which is special, send me info. ALSO: don't forget to send all promo info, start and stop dates, broadcast day times, vacations, "best"times (drive, night, lunch). Also any address corrections or officer names.

I've gotten cards from VBC, Bob Grip(4); BRU, Dave Epstein(3); VBR, Mark Fischer (2); and the big grand prize goes to PRB, DaveKurman(5). Thank you all very much.

The Xeroxing for these letters is being done on the Xerox of Rose Associates, the general Contracting firm for whom I'm working. I would guess that I have done about $30 (free) worth this summer. In the Fall we'll be paying for it again. While our own machine is gone, the Yale offices next door have a thermofax which we pay a prorate for. It's more expensive than commercial rates, but it is more convenient (and hence more work will probably be done immediately rather than put off).

I will return to New Haven for the Fall starting 20 August. Feel free to call me anytime. I will be doing some work other than IVY so may not be in the office all the time. My home phone will be (203) 865 3424. If you call at IVY, why not call person to person for "Jim Bryant"? If no one is there, the operator will probably let you leave a message on the machine. If I am there, you can then call back station to station. I will be in New Haven 20 thru 23 and out of town 24 thru 29. Starting about Sept 10 I will put myself on a regular schedual. You will be able to get me or Chas everyday.

Enclosed is the UPI contract which Katz negotiated and I signed for IVY this Spring. Rick Ross of UPI still hasn't explained what is holding it up in NYC, but I hope to have an answer soon. The salient features of the contract: Stations get (5%) for being in IVY; they can also get an extra 5% for prepayment; We need 6 stations for the discount; we must supply a list of stations (already done). If UPI has not contacted you, you can call them at their local office (NYC, Hartford, Phil, Boston).

Enclosed is the WXPN letter stating how much they want for leaving. As per the the Spring meeting, you decide what you think is fair at the Fall Meeting on Dec. 2. Chas tells me that he is under the impression that you have no contractual obligation to pay anything to a station which leaves the Network, but that is up to you.

Also enclosed is a letter from KCR asking to end their service agreement. I have told John Hanson, and will tell Eliot (when he gets back from vacation 1 Sept.) that the Service Agreemtn says 60 days notification is necessary, and I expect KCR to meet that. John says that NEAS will honor that. How you want to handle this is up to you. Eliot told me before he left, that they have several gripes, which-if corrrcted-would make them want to stay in the Net. Some of the complaints I agree with and think that they should be corrected. But KCR should stay in the group and present its complaints to the Board. If, after that, they are not satisfied, let them leave. In any event, their letter is enclosed for your action.

You may have received a letter from WESU. I called Harold Sogardand straightened

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out everything to his satisfaction. But since he made his complaint public, I feel that I should respond to the particulars to you all.

1. Nothing on file about request for address change. I have now changed the address on my list.
2. Letters are often addressed to the wrong rep because: stations change them so often and don't tell us (How about sending the postcards in with the name of your rep) and because we save money by using old mailing lists instead of making up new ones every two months. In any event, WESU always got its mail.
3. Katz finished his duties as Acting President as of the Spring Meeting, which every station which attended the meeting knows (WESU did not attend).
4. No correspondence on file; the only thing I remember Jim or Floyd saying about WESU is in #6.
5. Harold says that they do not take UPI thru IVY nor do they have any penalties, so I don't know why this wasn't paid. Chas has started to go thru the the records, and I promised Harold immediate payment. I agree that nonpayment by IVY is inexcusable.
6. What I do remember about WESU is that they did not notify us of not running the spots until the middle of the buy, and we got screwed with Burt and Bud and the agency (D'Arcy).
7. This is a malicious assertion. WESU is ½ hour away from Yale and they could check the books anytime (just as many stations do). We have the three-station audit committee to do a formal job. Payments are late almost soley because affidavits come in late. Stations have been getting better, and we think that we have a better system for the Fall.

→ Also ridiculous because of small $, not to mention outrage.

8.9 Both the affidavit form and UPI contract were presented at the Spring Meeting. If WESU had been at this (and other meetings) they would know what was going on.

10. ~~I know that money~~ The Network is the stations, not the officers. We are your hired hands. If you don't take an interest: responding to letters, coming to meetings, sending in affidavits, nothing can be done for you.
11. The money will be paid immediately. While I disagree with most everything else in the letter, I cannot understand why Floyd failed to pay the money this past Spring. In any event, Harold and I cleared the whole business to his satisfaction. If any staion has a hassle, please write.

yours,

Jim